

JULY
1977

CRAFT MODEL HOBBY

INDUSTRY

Preview...

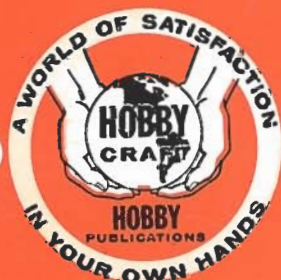
1977 ATLANTA Trade Show August 5-7

- *Report on NATS '77*
- *World of Miniatures*
- *Model Road Racing*

STARTING IN THIS ISSUE

Wargaming & Military Miniatures

(See page 63)



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Command Study

By Rick Mataka, Special Projects Editor



BOARDGAMING, Wargaming and Military Miniatures is a fast growing rapidly moving hobby that has caught the imagination of men, women and children around the world. Every year more and more people are becoming involved in this intriguing past time. One of the reasons for this is man's interest in his past — with the various games and miniatures available it is possible to recreate this past and live for a time in the glories of those centuries. However, it is not only limited to the past, there are games that deal with the present and the future conflicts in the form of Modern and Science Fiction games.

This entire concept is not something that has cropped up over night, but has been around for quite some time. The collecting of Military Miniatures began somewhere in antiquity. This could be thought of as man's impressions of his surroundings. Wargaming on the other hand has been known to have been used as early as when Rome was in her height of glory. There is some mention of this in various works written during that time. In these ages they were used by military commanders who were planning strategy.

Through the centuries, collecting and wargaming began to be an interesting subject for the civilian population as well. The colorful uniforms and the challenge associated with planning strategy captured the interest of the intelligentsia. All of this improved century by century with more people becoming involved as the education standards of the world increased.

Boardgaming is another member of the hobby, seeing its birth

in this century. Since its beginning it has grown at a phenomenal rate taking with it the other areas. The latest addition is the concept of Fantasy Role Playing games and this was first introduced in the 1970's. This has also added to the popularity of the gaming hobby.

The early games were extremely simple and nothing like what is offered today. Some people who were involved with wargaming were Winston Churchill and H.G. Wells, to name only two. In those times they designed their own games since there were very few available commercially. In today's market this is not so; most boardgames, rules, and military miniatures are painstakingly researched for accuracy and historical authenticity as is possible.

This can be attributed to the demand by the consumer for nothing less than excellence and this is what the manufacturers try to give them. It can be seen that people acknowledge this fact through buying power and last year the Military Miniatures and Wargaming grossed \$3 Million while the Boardgaming field had annual sales in excess of \$6 Million. This year the forecast is for more unit volume sold than any previous year.

You as a retailer may wonder or question just how accurate these games are and what is their degree of complexity. As far as accuracy is concerned, many schools and colleges around the country are utilizing these items as teaching aids. What better way to teach History than to capture someone's interest by allowing them to recreate the events of that

(CONTINUED ON PAGE 67)



**WARGAMING · BOARDGAMING
& MILITARY MINIATURES**

MILITARY MINIATURES SHOWCASE

COULTER-BENNETT



Centaur, SS-66, is a single piece casting that requires no assembly. This 25mm scale figure is in the Garrison Sword and Sorcery range. Four figures to a box. \$3.50 retail.



Griffon, SS-65, is in 25mm scale and in the Garrison Sword and Sorcery range. It is cast in three pieces and requires some assembly. Four figures to a box. \$3.50 retail. Write Coulter-Bennet, Dept. CM, 12158 Hamlin St., Nt. Hollywood, Calif., 91606.

JOHANSEN MINIATURES



These Sentinels of Xyban range are in 25mm scale. Shown (from left to right) are #JF030 with Sola Sword, #JF031 with Penetrator Rifle, and #JF032 with Hand Penetrator. These are single piece castings and retail for 30¢ each. Write Johansen Miniatures, Dept. CM, 41-4 Ridge Road, Naugatuck, Conn. 06770.

MILITARY MODEL DIST.



Conan the Barbarian, kit #174, is in 54mm scale. Fantasy setting consists of 8 separate pieces that must be assembled. Comes complete with painting instructions. \$8.95 retail.



German Infantry Rifleman, kit CI-56, shows soldier in Stalingrad during 1942. In 54mm scale, figure is in action position as if he had just been wounded. Figure is cast in 5 pieces and requires assembly. Comes complete with painting instructions. \$2.95 retail. Military Model Distributors, Dept. CM, 3461 East 10 Mile Road, Warren, MI 48091. See ad page 77.

FLOQUIL-POLLY S COLOR



HERITAGE MODELS



Median Immortals, set #3421, are in 25mm scale and from the Thermopolites range. Three of each casting to a set. \$1.98 retail.



Persian Immortal Guards, set #3422, are in 25mm scale and from the Thermopolites range. Three of each casting to a package. \$1.98 retail.

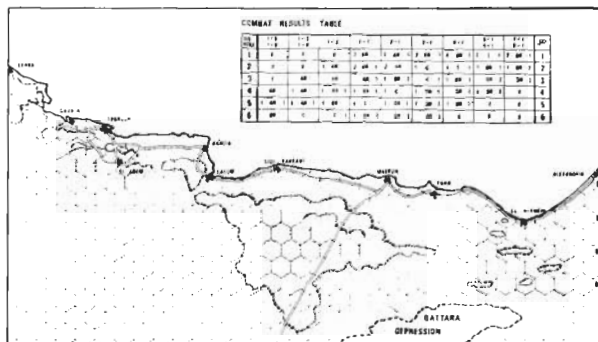
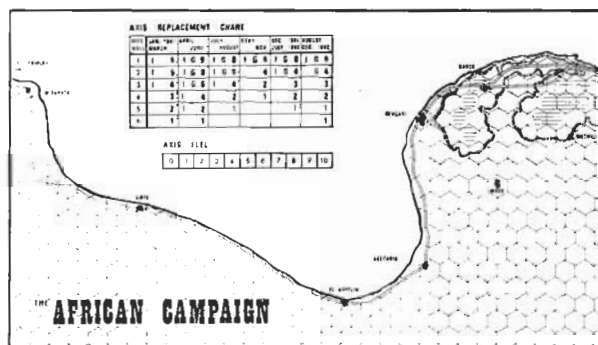


Persian Median Infantryman, #3424, left, and **Persian Cissian Infantryman, #3425**, right, are both in 25mm and from the Thermopolites range. Six castings to a package. \$1.98 retail. For info. on complete line, write Heritage Models, Dept. CM, 9840 Monroe Dr. Bldg. 106, Dallas, TX 75220. See ad page 65.

New from Floquil is this **military miniature color assortment**. New DM1303 Display Unit requires only 28" by 14" of counter space to display 324 ⅜ oz. bottles. Actual color swatches on title strips aid customer selection from among 40 colors a accessory coatings. For info, write Floquil-Polly S Color Corp., Dept. CM, Rte. 30 North, Amsterdam, NY 12010.

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MINIMEN MINIATURES



General Wellington, kit #1001, is from the Personality Figures range. Kit is in 100mm scale and is cast in 6 pieces which requires some assembly. \$9.95 retail. Minimen Miniatures, Dept. CM, PO Box 451, Chagrin Falls, OH 44022.

C.S. & D.



This single piece casting of a **Light House** is in 1:300 scale. From the Cannon Miniatures range, it can be used for battles that are near the sea with micro armoured tanks and infantry men. 70¢ retail. C.S. & D., Dept. CM, 731 S. University Blvd., Denver, CO 80209.

same package as the General. Both pieces are in 25mm scale. Figure is a single piece casting that requires no assembly. \$1.60 retail. Old Guard Miniatures, Dept. CM, 33 North Main St., New Hope, PA 18938.

NOTE: All figures are tin/lead castings unless otherwise noted.

ARCHIVE MINIATURES



Rainbow Wizard, #507, is a character casting of a man from the Fantasy Middle Earth range. In 25mm scale, this single piece casting requires no assembly. One figure per package. \$1.98 retail.



More Dungeon Nasties, catalog #706, are in 25mm scale and from the Fantasy for the Dungeon range. Shown here are two of the four castings in each package — a hound and a giant tick. Not shown are an owl headed bear and an 11-eyed floater. \$2.49 retail per package. Write Archive Miniatures, Dept. CM, PO Box 93, Burlingame, CA 94010.

OLD GUARD MINIATURES



T-1 is a casting from the **Army of the Tsolyanu**. Figure, from the Empire of the Petal Throne range, represents a general of the army. Single piece casting requires no assembly. \$1.60 retail.



Tsolyanu Trumpeter is from the

COMMAND STUDY

(CONTINUED FROM PAGE 63)

time. It is the process of learning while doing that aids the student in remembering the events of that era. This holds especially true for history majors in college who specialize in certain periods.

The complexity varies from game to game based on numerous different factors. The period covered, the situation involved, the terrain and the number of men are just a few of these factors. Every designer has his own opinion as to what was important during that age and this is what he stresses in his game. Two games on the same period can sometimes be as different as night and day because of the way that the designer approached his project. However, the one factor that does hold true is that they attempt to be historically accurate.

It is not as difficult or costly as you may think to begin selling this type of merchandise. Many manufacturers have special displays that can be set up in a minimum amount of time and space. These displays carry different ranges of historical miniatures

and rules. For boardgaming all that you need is some existing space on a shelf and then order what catches your interest.

For miniatures it is nice to have a few painted samples. This you can either attempt with your own hands or ask for the manufacturers suggestion as to who you can have do them. These painted samples can then be offered for sale should someone wish to purchase them, thus they serve a two-fold purpose.

For boardgaming, many of them have colorful front cover sheets or boxes to add to their sales appeal. Most of the miniatures retail for approximately \$3.00 a box for about 8 castings and the collectors figures sell for about \$4.00 depending on their size. Boardgaming has a different price structure with most of the available games being sold for approximately \$10.00. Here again this is variable depending on the size of the game.

In future issues we are going to bring you the latest releases dealing with this fascinating hobby. We will have sections dealing with the Boardgames, Miniature

Rules, Books, Miniature Figures and any items that can be used with this hobby. We will have special articles from the manufacturers telling you, the retailer, their feelings on how best to merchandise their product. We will trace the growth of the hobby from its beginnings to its present state.

We'll also have special "How To" articles on such items as Painting, Assembling and Terminology so that you, the retailer, can sell with confidence. We also plan to have special articles from retailers explaining their sales approach and how they started. Everything will be aimed so that you can answer a customer's every question and make a sale.

The future holds untold possibilities for the expansion of the entire hobby scene. Every day there are new items being released and new companies starting. This is a hobby that encompasses all periods of historical interest. Recreating and possibly changing historical events can offer a unique mental challenge unlike anything you or your customers ever encountered before. ■

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BOARDGAMING SHOWCASE

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The Battles of Trenton Princeton is a boardgame that contains two battles of the American Revolution. Historical game is easy to understand and can be recommended for beginners. Challenge of the game lies in its play through the maneuvering of forces. Game is packaged in a box with die cut counters, rules, charts, and a die. \$10.00 retail. Oldenburg Grenadiers, Dept. CM, PO Box 335, Setauket, NY 11733.

GAME DESIGNERS



Citadel is a historical boardgame based on the Battle of Dien Bien Phu, when the Vietminh forces drove the French out of Indo-China. Packaged in zip lock bag, with die cut counters, rules, charts, tables, and a map. \$10.00 retail. Game Designers Workshop, Dept. CM, 203 North St., Normal, IL 61761.

#1

In Adult Games

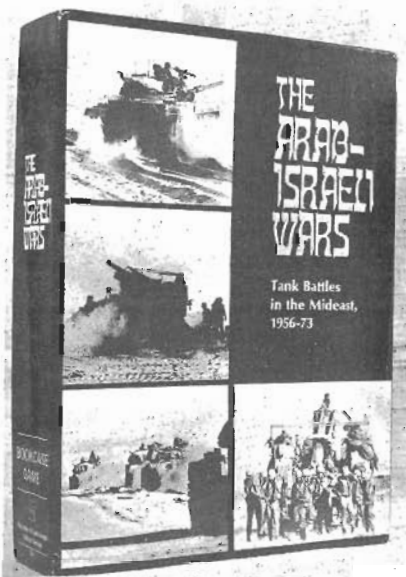
- Military Games
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The Arab-Israel Wars is based on past and possible future wars in the Middle East. It is a Tactical level game where one player maneuvers tanks, infantry, and other weapons against opponents of equal forces. Because of the varying degree of weaponry between the two sides and the differences in tactics it is a game that can be extremely challenging. Packaged in bookcase format with hard-back mapboards, rules, die cut counters, charts, and a die. The Avalon Hill Game Co., Dept. CM, 4517 Harford Road, Baltimore, MD 21214. See ad page 68.

METAGAMING CONCEPTS

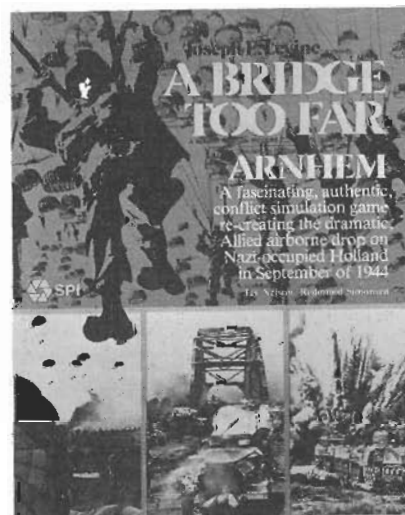


Ogre and **Chitin I** are two very simple science fiction boardgames that take place in the future. **Ogre** can be thought of as tank warfare as it could take place with futuristic weapons. **Chitin I** simulates warfare on a planet where the main intelligence is an ant-like creature. Each game is both simple and good introductory games for beginners and at the same time challenging. Included are a map, counters, rules, and are packaged in a plastic bag. \$2.95 retail each. Metagaming Concepts, Dept. CM, Box 15346, Austin, TX 78761.

SIMULATIONS PUBLICATIONS



Battlefleet Mars is a science fiction boardgame about an interstellar conflict between the Martian Colonies and a large trading conglomerate firm. Boardgame is professionally produced and is packaged in a 12" x 15" x 3/4" plastic box with colorful cover sheet. It has two 22" x 34" maps with 400 die cut counters, rules, charts, and tables which is everything needed to play the game. \$12.00 retail.



A Bridge Too Far is a historical boardgame based on the largest airborne operation of WWII and ties in with the recently released movie. Game is simple enough for a beginner as it allows you to simulate the events that unfolded. Packaged in a bookcase box with mounted mapboards, die cut counters, rules, and a die. \$9.00 retail. Simulations Publications, Dept. CM, 44 East 23 St., N.Y., NY 10010.

Gen Con X Has Many New Features

THE idea of Gen Con (Geneva Convention) started in 1966 when Gary Gygax of TSR Hobbies held a weekend game fest at his home. Only about a dozen people attended, but everyone thought it was such a good idea that they felt members of the International Federation of Wargamers would enjoy such an event. So, in 1967, IFW rented Horticulture Hall in Lake Geneva, Wisconsin to hold an all-day wargaming festival, which was attended by about 150 people, and became known as Gen Con I.

The IFW controlled Gen Con until its fifth year when the group disbanded. For the next two years local chapters organized and ran the shows.

Starting with Gen Con VIII, TSR Hobbies began hosting the show and under the leadership of Gary Gygax attendance to the convention began to increase. Gen Con VIII had more than 1000 gamers in attendance and Gen Con IX had approximately 1500 attend. This year's Gen Con X, August 18-19-20-21, is expected to draw more than 2000 wargamers at the two-day "Premier Wargaming" event of the year.

A special feature of this year's convention will be the Annual Diplomacy Convention. This is an international event and draws the best players from all over the world. People who may never have seen Diplomacy played will have a chance to see the masters at work.

Besides the Diplomacy competition, there will be numerous miniature, boardgame, and fantasy competitions. These include War at Sea, a five round elimination competition; Computer Games; Russian Campaign, a four round elimination; a Fantasy Demonstration by Nevile Stocken, Empire of the Petal Throne; Napoleonic Demonstration; and many more events. A full schedule will be available at Gen Con.

An added bonus to the festivities will be guest speakers at the seminars and several famous personalities. Of special interest is Gardner Fox, the noted science fiction swords and sorcery author, who will be introducing his own game at the show. Called Warlocks & Warriors, it has taken two years to develop and will be distributed by TSR Hobbies.

Also in attendance will be the famous science fiction authors Fritz Leiber and Harry Fischer who introduced their game, Lankhmar, at Gen Con IX. They will participate at the Lankhmar competitions and will join in a group discussion with Gardner Fox.

Another new feature of this year's Gen Con will be the one day that will cater strictly to the trade. On Thursday the entire exhibit area will be closed to the general public so that retailers can get a good look at what is on exhibit. In this way, all of the exhibitors attention will be focused on the retailer and he can fully explain his products and answer any questions. Everything about this first day is aimed at showing the retailer that this is a quick moving, fast growing hobby. And, what is most important, all of this will be done in a business-like atmosphere.

The entire four-day Convention will be held jointly at the Playboy Club and Horticulture Hall in Lake Geneva, Wisconsin. There will be a free shuttle bus between the two locations. On the Thursday Trade Show Day there will be no entrance fee for the retailer. For consumers, a

special is available; if he stays at the Playboy Club he won't have to pay an entrance fee. At the door, there will be a \$15.00 charge that covers the entire four days and any event during that time.

For more information on Gen Con X, write PO Box 756, Lake Geneva, WI 53137 or call 414-248-3625. ■

Gen Con X Exhibitors

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Excalibre Games

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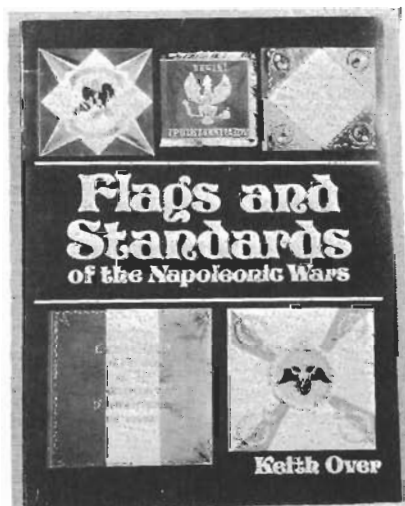
WARGAMING SHOWCASE

HERITAGE MODELS



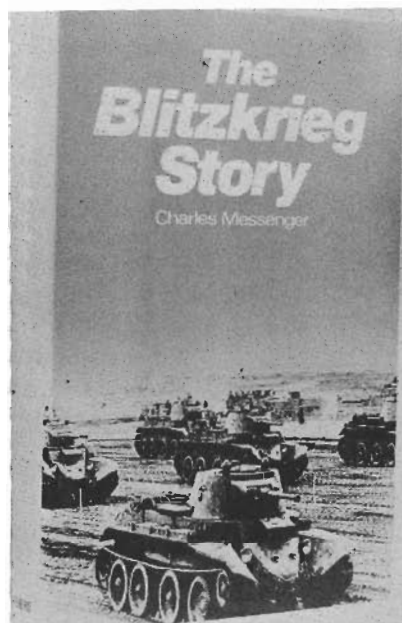
Brew Up is a set of miniature rules for recreating tank battles of WWII. It is Tactical in Scale, which means that each tank used on the gaming table represents one real tank. Set of rules offers a challenging and interesting game that is recommended for gamers with some familiarity of other miniature rule systems. \$5.00 retail. Heritage Models, Dept. CM, 9840 Monroe Dr., Bldg. 106, Dallas, TX 75220. See ad page 65.

BILL DEAN BOOKS



Flags and Standards of the Napoleonic Wars is a colorful and informative book about this often neglected subject. It shows the flags in groupings so that you can figure out the different styles that dominated this era. It has extremely clear flag reproduction. \$10.95 retail. Bill Dean Books, Dept. CM, 48 East 50th St., N.Y., NY 10022.

CHARLES SCRIBNER

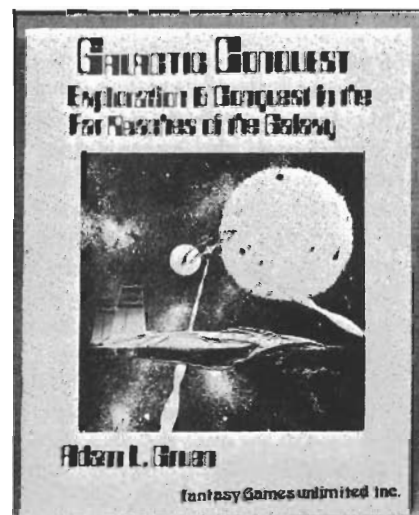


The Blitzkrieg Story is a book that studiously traces the development of Blitzkrieg warfare from its beginning in WWI tank warfare through the theory years between the wars, to the German use of armour during WWII, to the present use of mobile armoured formations in the Middle East. Extensive use of quotes from other sources are given to provide a background for the authors conclusions. \$10.00 retail. Charles Scribners Publishers, Dept. CM, 597 5th Ave., N.Y., NY 10017.

TSR HOBBIES

Empire of the Petal Throne is a game based on the planet of Tekumel. This is a world where many adventures take place. It has many unexplored buried cities with treasures and unknown dangers. In these underground cities players will encounter underworld beings which will be protecting the treasures and you must overcome them to gain the treasure. The rule book is 114 pages long and contains pages of charts and tables used to play the game. It is broken into three different sections to handle a specific situation. Complete game retails for \$25.00 and is also available broken down in game components. TSR Hobbies, Dept. CM, PO Box 756, Lake Geneva, WI 53147. See ads cover 3, page 77.

FANTASY GAMES UNLIMITED



Galactic Conquest is a set of science fiction "role playing" rules that take place in the far reaches of the Galaxy. Rules can be used as an outline with gamers using their own imagination for variations on the game. Gamers must create their own Galaxy, build their own ships, and overcome a variety of difficulties. \$4.00 retail. Fantasy Games Unlimited, Dept. CM, Box 182, Roslyn, NY 11576.

LOU ZOCCHI ASSOC.



Star Fleet Battle Manual offers a competitive game where each player captains a Star Ship through the Galaxy. Everything except dice is included in this rules booklet. Cut out ships with compasses are mounted on cardboard by the buyer and each type of ship has its own special log. \$6.00 retail. Lou Zocchi Associates, Dept. CM, 7604R Newton Drive, Biloxi, MS 39532.